

Mona Butters' Face To Face Closing

The following Skin Care Class closing was developed by National Sales Director Mona Butters.

There are 3 closings to a successful class.

#1- Close after the Miracle Set and review the products; their features and benefits.

#2 - At the Table Close using the roll up as your visual, start with the "I Deserve It All" set. As you are going through the different sets, rip off the pocket that is NOT included in the set. Working from the bottom of the roll-up bag up. The gift with purchase is found in the pocket NOT included in the set. For example, if they purchase the top two pockets, they receive the Eye Firming Cream which is in the third pocket.

You probably have two questions. How much does it cost and how soon can I get it.?

I want you to know that I have everything with me today. **Second**, as for how much it costs, that depends on your personal needs (holding up the travel organizer). If you are like I was, you'll want everything for the "professional woman." It is everything you see in this travel organizer. This is what every Consultant has and it is priced from 393 (DO NOT SAY DOLLARS!) It is the price of a quality suit. The suit will last us a few seasons, but our faces a lifetime.

IF THIS IS WHERE YOU START TODAY and you purchase the entire Travel Roll Up or the "I Deserve It All" you will be eligible for the BONUS OFFER. The BONUS OFFER is a gift with purchase and valued at 95! You will receive the fabulous travel roll up bag and the Timewise Cellu-Shape Contouring System!

(Now rip off pocket 4 and go on.)

THE NEXT SET WOULD BE THE MIRACLE SET AND COLOR 101 AND PRE-SELECTED SUPPLEMENTS which retails for 345. You can be confident in always looking your best! Your gift with purchase is The Satin Hands and Satin Lip Sets valued at 48.

(Rip off pocket 3 and go on)

NOW IF YOU THINKING "I have to start with at least the Miracle Set" for 118, and the Color Collection for 113.50, this is a wise decision. It will give you a quick makeover and you will be ready for any situation. Your gift with purchase is the incredible Firming Eye Cream valued at 30!

(Rip off pocket 2 and go on)

The single most important set is our Miracle Set for 118. If you start with this today remember, that "a beautiful face begins with beautiful skin." Your gift with purchase is lipstick or lip gloss of your choice valued at 13!

NOW LET'S REVIEW-(show each set as you review)

393 for I Deserve it All

345 Top 3 Pockets

231 Top 2 Pockets

118 for the Miracle Set

NOW, Ladies , Let's go quickly to your closets. Choose the one outfit that makes you feel sensational. Remember to include all your accessories...jewelry, scarf, shoes, handbag, hosiery, belt, etc. Think about how much you spent. Now ask each guest how many times they wear that outfit last week.

(As you talk about each outfit add the pockets back to the roll up bag and stop when they stop nodding their heads. i.e., if the 3 pockets is all they spend, don't show the "I deserve it all" Collection, etc)

Did your outfit cost 118? (Show Miracle Set). Was it 231? Was it more like 345? Or was it more like 393? (Hold up travel organizer) Which makes more sense to you—something you wear once a year, once a month, or once a week? Or something you wear everyday—day and night! (Quietly lean toward the guests and say in a low voice...) **You deserve it all, which by the way is the best buy TODAY!!! "The good thing is that I accept Visa, MC, Discover, Check, Cash and our Combination Plan.**

Put a filled roll up in each guests' lap and be sure it's open. Move away from the table for a private consultation—starting with the person who would spend the most on clothes, or is the most excited, or seems anxious to leave.

#3 Away from the table close.

5 Questions at Individual Close

1. Did you have as much fun tonight as I did?
 2. How does your face feel? (Touch your face)
 3. Tell me, which part of the facial did you enjoy the most?
 4. Do you have any questions I might not have answered for you?
5. Well _____, if price were no object, which of the sets would you like to start with?

Would you like to splurge and pamper yourself with the "I Deserve It All" or would it be better today to start with the Miracle Set and Color 101?

Whatever you decide to do will be fine with me.

(Break eye contact with her, do not speak again until she answers you.)

Right Track
Welcome Packet